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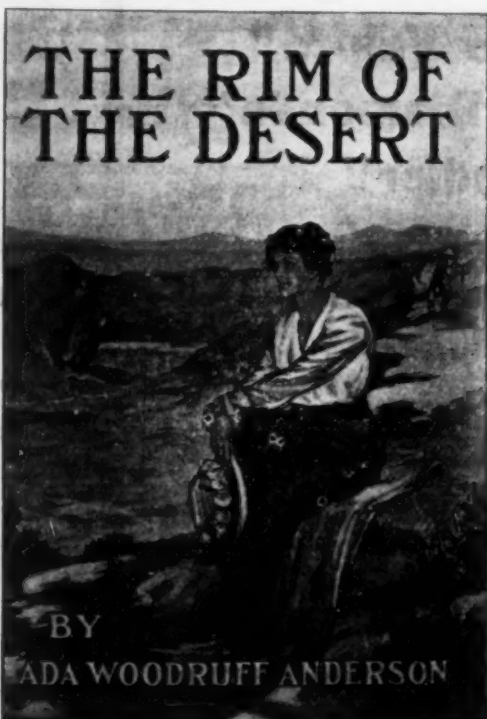
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NEW YORK, April 3, 1915

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*I rose and, leaning over him, stared
down at the curious inscription, which
ran as follows:*



534	C2	13	127	36	31	4	17	21	41
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While there's life there's hope
that some man will make a fool
of himself-"



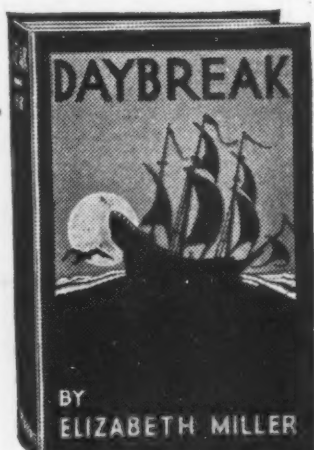
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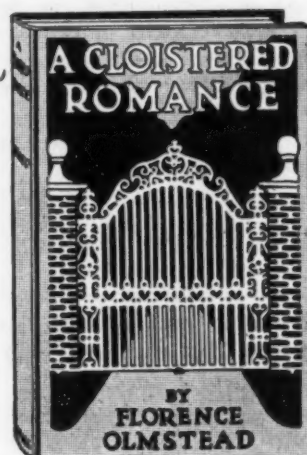
Edward Westcott, died before his first book, "David Harum," came from the presses for... with the American public as no book ever... had before - Magazine and book publish-ers decided that the Krazyak died with Westcott. But it didn't. It rearing the family. Frank N. Westcott living in that same quiet way in a small town in NEW YORK STATE, has written a novel that is every bit as good as "David Harum." It is full of those same kindly digs at folks and things, those same home spun philosophies.

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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

April 3, 1915

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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

THE NET PRICE ISSUE CLEARLY MET.

The Macy-Victor price maintenance decision, reviewed in these columns two weeks ago, has been made the text of a considerable discussion in the daily press, of so much discussion in fact that R. H. Macy & Company have felt constrained to present their own side of the price-cutting question to the general reading public. This they did in the form of a letter to the *New York Journal of Commerce*, and, as it has always been the policy of the PUBLISHERS' WEEKLY to quote the arguments on both sides of any question, we reprint elsewhere in this issue this letter of R. H. Macy & Company in full.

It presents fairly and squarely, it seems to us, the chief and indeed the only argument on which the price-cutter's case rests. If tenable at all the argument is a strong one. It involves in the Macy case, to summarize the Macy letter, two propositions: 1. That the Macy store is able to conduct its business more efficiently than the majority of its competitors; and, as a corollary, that the Macy store makes its normal profit even on the articles on which it cuts prices; and 2. That any system which seeks to establish a nationwide uniformity of price on a given article, or for a given service, is economically wrong; that unequal prices for the same article, made at the will of the distributor, are in the public interest.

The first proposition is one of fact, easily determined. The Macy Company states in its letter that "the statement that 'the store which cuts prices on a standard article does so to sell something else on which it earns a larger profit' is not necessarily true and in the case of Macy is absolutely false." Is this quo-

tation entirely ingenuous? Can the Macy Company also brand as "absolutely false" in its case the same statement with the emphasis slightly shifted, "that the store which wishes to sell standard articles at cut prices must necessarily, to do so, sell other articles at an inflated margin of profit?"

In other words the Macy statement implies that on whatever goods it sells at cut prices it secures its regular, i. e. its average, profit. If not, its moral issue fails; for the difference between, in one case, selling one article at a cut price below cost and another article at 30% profit, and in another case selling one article at a cut price representing cost, and another article at 25% profit, is one of degree only. In each case the store, so selling, is *not* using more efficient merchandizing methods to effect lower sales prices; it *is* using its power as a large merchandizer of diverse lines to establish an unfair and blighting competition in one class of goods, and recouping its losses (*or* its loss of profits—*or* its loss of fair profits) by relatively inflated prices upon other classes of merchandize.

The Macy Company states, however, by implication, if not categorically, that every cut-price article it sells bears its proper proportion of the store's costs of doing business and returns above those costs the normal average profit to which a retail department store is entitled. This proposition is then simply a question of fact, determinable, if the advocates of price maintenance question its validity, as is any other question of fact.

A careful analysis of the Macy Company's costs of doing business would be of especial economic interest because of their assertion that they have succeeded in bringing them to a point far below their competitors. The costs of doing a retail department store business, if we may trust the statistics gathered on the subject, compare favorably with those of the so-called "specialty shops," but average generally considerably higher than the great rank and file of small independent stores.

The second proposition does not admit of so simple disposition, because it involves a larger question of economic theory. The government of the United States in its own business relations, postal and custom for example, is rather definitely committed to the theory of the innate justice and public benefit in the larger sense of uniformity of price. It has been aptly said that unequal pricings of goods of equal value is the "badge of monopoly." Because the economic tendency of

the people of the United States is one of discouragement of monopoly and of encouragement of free competition it has frowned upon all devices which tend to stifle that competition.

Reduce the Macy argument in its economic aspects to its simplest form. On one side of a street is Tom Jones, a shrewd, efficient merchandizer within the narrow limits afforded by his capital and experience. On the other side is John Smith, equally shrewd, but through the command of large capital able to secure broader experience, and, through the exercise of both quite legitimate weapons of trade, able to sell goods, standardized as well as competitive, at a slightly narrower margin than Jones. Grant that he is allowed to do this, *that he does nothing more than this*, but that he does do this on every line he carries. Inevitably in the course of time, all other things being equal, Jones would be put out of business, and not only Jones, but all his fellow small tradesmen, until Smith had established, through his superior efficiency in retailing, a sort of benevolent retail despotism.

Unfortunately, however, the immemorial experience of mankind has proved that benevolent despotisms are contradictions in terms; that the average more efficient power is not satisfied to use his superior efficiency alone as a competitive weapon; that the average price-cutter cuts prices, *not in the ratio of his superior selling efficiency, but to the point where, at not too great expense, the maximum of advertising advantage can be gained*. Unlimited power, in other words, is, according to human experience, a bad thing; in selling goods we call such unlimited power monopoly, and our every endeavor is to hedge it, to curb it, and chiefly by the encouragement of competition.

And it is not at all sure, to go a step further, that even the efficient selling possible under *benevolent* retail despotisms is really in the last analysis the most efficient thing for the general public after all. Prime cost depends very largely, with a given article, upon volume of sales. Volume of sales depends very largely, not upon such efficient salesmanship as may slightly reduce price, but upon multiplicity of retail outlets. Ingersoll watches can be sold for \$1 because hundreds of thousands of them are sold each year. A few big, very efficient stores might sell them at ninety-five cents and make a reasonable profit. But if their competitive efficiency meant the stop-

page (as it necessarily would) of the sales of Ingersoll watches in thousands of little cross-roads general stores, and jewelry stores and hardware stores and drug stores, that could not sell them at ninety-five cents and make a profit, the total sale of Ingersoll watches the country over might be cut to a third, and the final price of them to the public might easily be doubled.

In other words, a restriction put upon a super-efficient store against selling standardized goods at the narrowest margin possible for it may result in a slight loss to the buying public if only those specific sales are considered. It is impossible, however, to ignore the ultimate results of such a policy, or to consider the question except in all its economic aspects. And it must also be remembered that standardized goods form but a small proportion of any department store's stock. On most of the articles sold competition is free; the store may rebate to its public as much as it wills of the extra profits on competitive merchandize secured by its superior efficiency—and may do so without any of the undesirable economic effects which result from cutting prices on standardized goods.

THE MACY ARGUMENT FOR PRICE-CUTTING.

The following open letter, signed R. H. Macy & Company, is self-explanatory:

New York, March 27, 1915.

Editor of *The Journal of Commerce and Commercial Bulletin*:

Sir—In your article published in *The Journal of Commerce* on March 24, under the heading "Macy Case Blow to Fixed Prices," you quote both Mr. Hans van Briesen, a patent attorney, and an official of Robert H. Ingersoll & Co., in criticism of the attitude of R. H. Macy & Co. on price maintenance. In order that your readers may not labor under a misapprehension regarding our attitude on this very important question, we would ask you to print this communication.

Mr. Van Briesen says "as to the ethics of fixed prices, I believe the store which cuts the price on a standard article does so to sell something else on which it earns a larger profit." In this statement Mr. Van Briesen does not take into consideration the difference in cost of conducting different industrial enterprises. The tariff commission found that the cost of production varied as greatly between the most efficient and the least efficient manufacturers in this country as between the most efficient manufacturer in this country and the most efficient manufacturer abroad. The same condition holds true of distributors. Accordingly, there is a great variation in the percentage cost of conducting retail stores.



DISPLAY OF "THE LONG CHANCE" AND "ONCE TO EVERY MAN," MADE BY THE MEIER & FRANK CO., OF PORTLAND, OREGON. THIS WINDOW RECEIVED HONORABLE MENTION IN THE WINDOW DISPLAY CONTEST OF THE H. K. FLY COMPANY.

The background consists of a scenic painting, while natural trees, ferns, rocks, moss, the log cabin and miniature figures representing the characters in the two books fill the foreground.

Such being the case, a manufacturer, in setting his retail price, must do so on a basis satisfactory to the average distributor, who necessarily requires a profit greater than the efficient distributor can afford to sell for. For that reason Mr. Van Briesen's statement that "the store which cuts prices on a standard article does so to sell something else on which it earns a larger profit" is not necessarily true, and in the case of Macy is absolutely false.

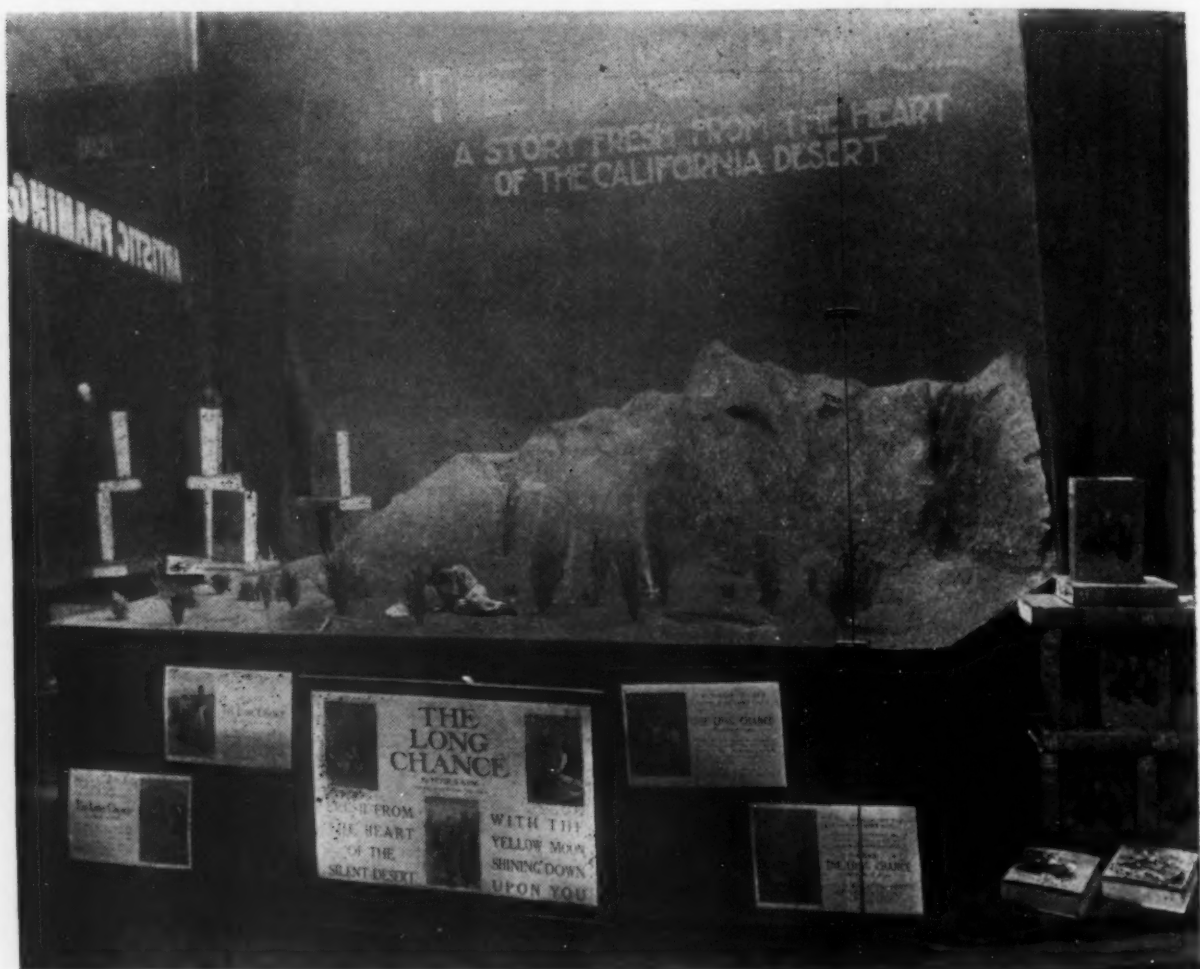
Mr. Ingersoll has frequently declared in his public utterances that he wanted his watch to be sold at the same price in every part of the United States. On this theory he wishes, by his own declaration, to nullify differences in efficiency in distribution. We do not think that such a position would be upheld by any court as "the law of justice" to which Mr. Ingersoll appeals in contradistinction to some other kind of law which he seems to think controls the courts at present.

Mr. Van Briesen states that "price cutting injures the manufacturer." "When a large store sells an article at a price lower than any other store then the manufacturer loses the support of the majority of the purchasers." If this were in any measure true, we fear that Lyon's Tooth Powder, Listerine, A. F. C.

Ginghams, Pillsbury Flour and a long line of other commodities would have long since been driven out of the market by the lack of support of the majority of purchasers.

In the decision of the Supreme Court of the State of Washington in the Fischer Flouring Mills Company vs. C. A. Swanson, quoted by Mr. Van Briesen, the judge entirely ignored the fact that there is a legitimate rivalry among distributors and that the legitimate location of rivalry among manufacturers is for the patronage of the distributors, just as the legitimate competition of distributors is for the patronage of the consumer.

No distributor, however long established, can afford to do without advertising to the consumer, whereas the manufacturers have only comparatively recently found it necessary to appeal directly to the consumer. When that is done by a manufacturer who is also his own distributor it cannot be criticised. But where the manufacturer appeals directly to the consumer, is able to dictate both the price which the distributor shall pay and the price at which he shall sell, while creating a demand for merchandise which the distributor cannot ignore, he is in a position to crush the distributor absolutely if the courts would up-



DISPLAY OF "THE LONG CHANCE," MADE BY THE KORNER & WOOD CO., OF CLEVELAND, OHIO. THIS WINDOW RECEIVED HONORABLE MENTION IN THE WINDOW DISPLAY CONTEST OF THE H. K. FLY COMPANY.

The mountains are modeled in plaster of Paris and colored in blues, purples, greens and reds. Fore-ground is made of plaster of Paris and sand, colored indigo blue and purple, with real sagebrush. The three imitation fires, typifying the three signal fires, are made by boring holes in the plaster and by means of a blower connecting with the holes wisps of cotton tied over each hole fluttered so as to give the illusion of gray smoke; small electric lamps, placed just beneath each hole, give an illusion of fire. The figure is modeled in clay and dressed and posed as in the illustration. The background is made from dark blue shade cloth, the letters of the title being cut out and the light coming from behind. The whole display is covered with a canopy of blue burlap and illuminated with blue light, giving the appearance of dawn in the desert.

hold the attitude assumed by Mr. Ingersoll, Mr. Van Briesen and the American Fair Trade League.

Mr. Ingersoll says "we do not ask anyone to sell our goods." Although technically true, this is certainly far from the facts—from the point of view of a distributor whose mission is to keep that which his patrons demand. If Mr. Ingersoll sees fit to create a demand for his watch and does not supply the machinery for satisfying that demand by establishing his own distributing centers, he must not object if the well-established distributors satisfy the demand which he (Mr. Ingersoll) creates but takes no steps to satisfy.

Mr. Ingersoll states further that "Macy's or any other store that cuts the price on our watches cannot really afford to sell this class of goods at the margin of the price they ask. Their expenses are higher than the stores that have to get \$1 for a watch." As to the first part of the argument, we unqualifiedly deny its accuracy. As to the second, we have no

accurate knowledge, but from my information, it is also wide of the mark.

In conclusion, allow us to add a few words in general about Macy's and the price maintenance controversy. We seldom advertise branded articles, and when we do there is usually a particular reason for it, as in the case of the Victor merchandise at the present time. As it well known, Macy's sells merchandise for cash only, and we feel that in refusing to grant the convenience of a credit system we must offer our patrons a quid pro quo. When a merchant buys his supplies and pays within ten days he exacts a cash discount. We accord our customers the same treatment which we expect from those from whom we buy. We do not find it necessary, as even the officials of the American Fair Trade League will admit, to advertise branded articles in order to attract patrons to our store. We do, however, sell to them when they come to our store merchandise, even if branded and restricted in resale price by its

manufacturer, at a lower price than those stores which have charge accounts.

If the proponents of the price maintenance system would confine their strictures on those who disagree with them to an accurate statement of facts, they would do less to befog the issue, which, as we see it, is a clean-cut one. The question is merely whether the legislators and the courts should regulate their actions according to the interests of a small minority, viz., the manufacturers of branded articles, or according to the interests of the vast majority, viz., the consumers. The only other interests that suffer by a free market for merchandise once paid for are those distributors who, through inability to keep up with the march of progress, are unable to meet the competition of their more efficient competitors.

Very truly yours,

R. H. MACY & CO.

CREAM OF WHEAT TO ENFORCE RE-SALE PRICES.

JOBBER'S salesmen have been having trouble selling Cream of Wheat at regular prices, because the retailers claimed they could buy it cheaper by the package at the Great Atlantic & Pacific Tea Company stores than by the case of the jobber, and many of them were doing it. According to the cereal company, the price-cutting chain of stores was actually selling Cream of Wheat at a price "below the cost of every regular retail groceryman."

Consequently, the Cream of Wheat Company has sent to the trade the following letter, which states frankly its determination to compel distributors to confine their sales to the lines of "fair competition":

Gentlemen: The Great Atlantic & Pacific Tea Company is selling Cream of Wheat to the consumer at 12 cents per package. As soon as we were informed of the fact we discontinued sales to them. They have announced that they propose to continue to sell Cream of Wheat at that price, and in order to do so, since they can no longer buy direct from this company, they will undoubtedly endeavor to secure their supplies directly or indirectly through both the jobbing and the retail trade.

Twelve cents per package is below the cost of every regular retail groceryman. If the Great Atlantic & Pacific Tea Company can continue sales at that price, at whatever temporary cost to themselves, they will destroy the Cream of Wheat trade of every legitimate retail dealer with whom they come in competition.

Moreover, if they can succeed in destroying the trade of the legitimate retailer in one article by this means, the process will inevitably be extended with other articles, to the eventual complete demoralization of the trade of the legitimate jobber as well as of the trade of the legitimate retailer.

The destruction of trade rivals by quotations below cost, at whatever temporary loss to themselves, is precisely the kind of unfair competition that has been so strongly condemned by the courts and by public opinion, when practiced by other large corporations.

We are certain that you will not permit your organization to be a party to this attempt to undermine your own and your customer's trade, and we request, therefore, that you watch with unusual care your disposals of Cream of Wheat, in order that no quantity, at any price, shall reach, directly or indirectly, the Great Atlantic & Pacific Tea Company, to enable them to continue their present menace to the legitimate trade.

Yours truly,

CREAM OF WHEAT COMPANY,

By F. W. Clifford, Treasurer.

W. H. INGERSOLL DISCUSSES OUTLOOK FOR FIXED PRICE LEGISLATION IN NEXT CONGRESS.

IN a statement given out this week, W. H. Ingersoll, of the Ingersoll Watch Co., and connected with the Fair Trade League, said, in part:

"The efforts of the Fair Trade League are being entirely directed toward securing remedial legislation. We are steadily securing more manufacturers to assist us in this respect, and we are sanguine of securing favorable action from the next Congress. We have already secured word from 153 members of the new Congress that they will vote for a bill similar to the Stevens measure for the maintenance of prices.

"Representative Stevens, who introduced the last fixed price bill, and has been actively urging the adoption of such legislation, is now counsel to the Federal Trade Commission. The commission, no doubt, when it gets actively started on its work, will conduct an inquiry into the fixed-price question. We have no doubt that a favorable report to Congress, urging the enactment of a law making fixed prices possible, will be the result of such an investigation.

"If we get federal legislation, then we will also be in a position to govern intra-state business to a certain extent. Many of the States now have no law governing fixed prices. If the federal government adopts fixed prices, then the State courts will have the federal law and the federal courts to turn to for support in deciding price-cutting cases."

Speaking of the recent R. H. Macy-Victor Talking Machine Co. decision, Mr. Ingersoll said:

"The Victor decision could not have been otherwise. The Supreme Court of the United States has ruled that patents could not be used as a basis for the maintenance of a fixed price. The Victor company's plan of licensing a dealer and other restrictions were a subterfuge, and as such the court readily saw through them."

However, he asserted that while the ruling of the court in the Victor case had been anticipated, the spread of discussion arising from the wilful breaking of manufacturers' prices would eventually result in greater strength for the fixed-price movement.

LOWMAN & HANFORD WIN PRIZE AUTOMOBILE

THE automobile offered as a prize by the H. K. Fly Company last year for the best window displays of their two novels "Once to Every Man," by Larry Evans, and "The Long Chance" by Peter Kyne, was awarded last week to the Lowman & Hanford Company of Seattle. The judges were B. A. Mackinnon of the *Pictorial Review*, E. O. Chapman of the *Bookseller, Newsdealer & Stationer* and Fremont Rider of the *PUBLISHERS' WEEKLY*.

The contest was a close one, a large number of the windows entered being most meritorious, displaying originality in many cases and careful workmanship in nearly all. In fact, so



WINDOW DISPLAY OF "ONCE TO EVERY MAN," MADE BY THE LOWMAN & HANFORD CO., OF SEATTLE. THIS WAS ONE OF THE TWO WINDOWS WHICH WON THE LOWMAN & HANFORD COMPANY THE FIRST PRIZE IN THE WINDOW DISPLAY CONTEST OF THE H. K. FLY COMPANY

Background is an oil painting, and is framed in autumn leaves and draped above with silk. Front screen attached to window is composed of jackets, while the title above is cut out so as to make a transparency at night.

close was the contest that, as a matter of fact, the judges divided in their final decision. The prize was to be awarded, according to the terms of contest, not primarily for artistic merit, but "for effectiveness in creating sales."

Besides the prize winning windows the judges recommended the following as deserving honorable mention: The Burrows Brothers Company of Cleveland, Korner & Wood of Cleveland, Meier & Frank of Portland, Ore., the Dearing Book Shoppe, Louisville, Ky., Stewart & Kidd, Indianapolis, Cunningham, Curtiss & Welch of Los Angeles, Sims Book Store of Orangeburg, N. C., Powers Mercantile Co. of Minneapolis and Miller's Book Store of South Bend, Ind.

Whether because the novels displayed had a far western appeal or that window display contests have a greater appeal to western booksellers, it was a fact that the Pacific Coast was heavily represented by entries in the contest while New England and the Eastern states had comparatively little representation.

NEW IDEALS IN FICTION.

At the last meeting of the Philadelphia Booksellers' Association, Temple Bailey read a paper on "New Ideals in Fiction." What she had to say regarding the "fiction of tomorrow" will be of interest to the trade at large, all the more because she takes so finely optimistic a note.

I am convinced, she says, that we writers in America will not go to England or to France or to Germany for our models. Their masters may be able to teach us form. They can give us little else, except the tradition and inspiration of their own genius. We cannot think like them. We must think for ourselves. Indeed we are thinking for ourselves, and the great American novel will be written by The American—the made-in-America American, who is on fire with dreams for his own country. A great book is never written in cold blood. It is written in hot blood and it is written with a pen of fire.

This is not the day for the funny story. It is not the day for the frivolous story. The time is ripe for a story of deep spiritual significance. It is the time for a story of deep national significance. We are thinking serious thoughts. Death stalks through other lands. Women are wearing black, and little children are wearing it, too. Men are going by millions into the Great Beyond. What do they care as they face the enemy for the morbid self-analysis of some neurotic hero or neurasthenic heroine! They may force a smile as they go singing to death and to defeat. But in their hearts they are asking desperately "Why." They want an answer, and we, across the water, want an answer.

These things, must inevitably, affect our fiction. We cannot fiddle while Rome burns. We weep with our brothers across the sea,

and we ask ourselves, "What of our own country?" "What of War?" "What of Peace?" And the things which we ask ourselves we will attempt to answer in the books we write. It will thus seem that to a certain extent suffrage stories may be shelved, and muck-raking stories. Our questions will be those not of socialism, but of democracy. They will not be those of the flesh but of the spirit.

The great story of to-morrow will be one not of darkness but of light. It will be one of hope and of faith. Readers everywhere are beginning to demand books which preach a passionate optimism. They want to be told that Life is a good thing. That man is not a clod. That he is the master of his fate. They want constructive fiction, not destruction and decadence. The great novel of to-morrow will not scold, it will inspire. We cannot nag people into righteousness. But we may thrill them and stir them, we may cry "Excelsior" and lead them on and up.

Several years ago there swept over the country a wave of so-called realism, and we are still feeling the effects of it. In such books life is presented in all its unpleasant aspects. We have the sordid and sinning working girl, the weak but wonderful artist's model, the couples who break the seventh commandment and glory in it. We are told why men exchange old wives for new, we are told what is wrong with the rich man, and what is wrong with the poor. And these things are being told in many cases with the highest art. Again and again with no uncertain sound the pessimistic note is struck, until we wonder if God is really in his Heaven, and whether all is right with his world.

I have a theory that such books do not represent all of life, they represent only a half of it. Someone has said that "if two men should go to New York and one should see the city by day and the other by night, that each might write a story of New York and each story should be a true one, yet each would portray that which would seem fantastic to the other, since his eyes had not beheld it."

THE POOR LITTLE COUPLE OUT WEST

I can perhaps best illustrate what I mean by a commonplace story of the life of two friends of mine. They married when they were very young, too young, most people said, to know what they were doing. They went West, and the man was never very prosperous, his wife was never very well. The group of friends whom they had left in the East began to pity them. We had visions of the sordid life which they led, of their cramping economies. We rather plumed ourselves on our own prosperity. As the years went on, some of those in our circle achieved their ambitions, there were big houses and motor cars, and trips to Europe. It really seemed to us that we of the East had been blessed by the Gods, and that the poor little couple out West were shut out of paradise. Then sickness came to some of us, and sorrow—and death. There was domestic unhappiness in one or two instances, and the very richest

couple got a divorce. And one day our Western couple came back to us. They were my guests, and in a week I had readjusted my point of view to fit the real facts of the case. I no longer pitied them. They were happy. They loved each other. We had judged by their outer circumstances, and it was their inner life which had satisfied them.

Yet some of our most talented novelists writing of that same couple would have shown the wife dissatisfied and disillusioned. She would have demanded of her husband material success. And the wives who read the book would have grown discontented as they observed her discontent. Looking at the woman through the man's tired eyes, other men would have seen her gray hairs, her wrinkles, her thickened figure.

But if Kathleen Norris had written it? What then? We might still have seen the wrinkles and the thickened figure, we might even have seen the man impatient because of the fate which had brought these things upon her, but we should have been shown, also, something of the fineness of marital fidelity, we should be made to feel that there are husbands in the world who love their tired wives and wives who love their tired husbands. And the wives who read would close that book with a renewed faith in love and in life, and the husbands who read would bless the woman who wrote it.

We have had of late many books inspired by this passionate optimism of which I speak, by this faith in the rightness of human nature. They are not always books with happy endings, for there is poor V. V. who went to his death, when we should have been so glad if he might have lived and loved. Yet as we close the book, in spite of its sadness we have no sense of defeat or of failure, we have rather a singing sense of victory.

The great novel of to-morrow will not go to the past for its material. It will throb with the life of the present. New times bring new manners. In this ever changing country of ours, nothing is as it was. Gone is the West of Bret Harte. The St. Louis of Mark Twain is dead. The New England of Hawthorne is dead. The South of Joel Chandler Harris and of Thomas Nelson Page is dying. California is no longer the Land of Gold, it is the land of the Exposition, and the trail of the tourist is over it. The negro of "Mars Chan" and of "Uncle Remus" no longer furnishes us with the picturesque material of a dependent and shiftless people. But there is a new negro no less picturesque on his own small farm where he is learning to depend not on the good will of another race, but on the efficiency of his own.

THE AMERICAN GIRL AND THE NEW MAN

The great novel of to-morrow will deal with the American girl. But it will deal with her not as she is dealt with in the novels of yesterday or even of to-day. She is no longer a clinging vine. And she will never be again. You may again see hoop skirts in fashion, but you will never see an out-of-door young goddess of to-day fainting at the sight of

a mouse. You will not find her leaning on the hero's arm. Indeed, you will not find her leaning on anything. You will not even find her bustling and blushing like Ruth Pinch or Bella Wilfer. Yet neither will you find her in revolt like Ann Veronica. I do not believe that she will smash windows, perhaps she will not even care to march in parades. She will be none the less emancipated, but the difference will be in this, that she will have to deal with the new man. And the new man will be in revolt. We have a glimpse of it in Tarkington's recent story "The Turmoil." Bibbs almost put it over, but not quite. The men of to-morrow are going to "put it over"; they are going to rebel against the slavery of big business and the sons of rich men are going to rebel, as well as the sons of poor men. The rich man is really the modern drudge. He gets worse cases of nerves than the poor wife and mother who formerly claimed our tears, and he has only golf as a refuge.

BAD MANNERS OUT OF FASHION

And last, and quite the best of all, I believe that the great novel of to-morrow will deal with the average American and will thus deal with the wholesome and sane. A recent critic has said: "It is elderly and old-fashioned to like nice people in novels, and one steels oneself to accept a great many other kinds, sedulously concealing one's taste for the decently born. But the taste will out occasionally."

This critic has not grasped the fact, nor have many others, that an old fashion may become a new fashion. He may not realize that we are tired of unmannerly heroes and heroines, that bad manners having been the fashion, good manners are coming in. We find our little girls bobbing to their elders, and little boys bowing. It is not too much to expect that these same well mannered little girls and boys may have a taste for well-mannered fiction. The true thing is not always the unpleasant thing. Nor is the startling thing always the strong thing.

I believe the writer of to-morrow will preach the doctrine of simple happiness. Dickens struck that note. He made us feel that the material circumstances of Ruth and John Westlock and of Lizzie Hexam and of Eugene, and of Mary and Martin Chuzzlewit, of the married lovers in "The Cricket on the Hearth" had really nothing to do with their joys. If he gave them worldly prosperity in the end it was as a concession to what the convention of his time demanded rather than his own conviction. He sang the song of the hearthstone and of the home.

I predict that the new ideals will emphasize the happy ending. More and more clearly we are beginning to see that things occur—"as a man thinks." It is becoming the fashion to believe in things. The most modern philosophy preaches that dark thoughts help to shadow our lives. A recent writer in the *Atlantic* says, "The human heart has an unlimited appetite for tales which end triumphantly." And perhaps we would be glad to be-

lieve that novelists by setting Providence a frequently repeated example of stories with happy endings were really doing something toward creating a place in which such endings were the rule.

And now what has all this to do with the selling of books? Only this, that, as I said in the beginning, when a writer has seen the Vision, the publisher must see it, too, and in a measure those who sell the book must see it. Your enthusiasm means much. You are in direct touch with the reader. Your point of view controls and directs the viewpoint of those who buy. You have gone far beyond the saleswoman who when the customer asked for Margaret Deland, demanded, "Who is the author?" Your taste is discriminating. We give you our best and we expect the best of you. It is really in the final analysis upon you that the success of what we write depends.

NEW YORK COURSE IN BOOKSELLING OPENS AUSPICIOUSLY.

THE course in bookselling at the Y. M. C. A. enjoyed a successful opening in the auditorium of the building in West 57th Street on Friday, March 26. Seventy-five persons, including employers as well as booksellers' clerks, were present. Dr. Walter L. Hervey, chairman of the educational committee of the Y. M. C. A., introduced Mr. B. W. Huebsch, the director of the course, who outlined its purpose and its relation to the development of the retail booktrade. He touched on the requisites for success, showed that the functions of the bookseller parallel those of honored professions, and made it evident that the bookseller should be an expert to whom people in every pursuit may turn for advice. In speaking of the bookstore's relation to the community, he asserted that its claim to be the cultural center was superior to those of the school, college and library. The need for training, the ability of the average mind to acquire the necessary knowledge and the questions of remuneration and opportunities were touched upon. The work of the fourteen sessions to follow was then outlined.

Mr. Van Wyck Brooks delivered the first in his series of lectures on the history of literature, devoting it largely to the sources of present-day aspiration in Oriental thought. In the literature of the East are to be found the root of all subsequent contributions to intellectual accomplishment. Our philosophy, religion, folk-lore, etc., may be discovered in the sacred books and other relics of antiquity. Mr. Brooks showed that no proper estimate could be made of the literature of to-day without an understanding of its foundation in the past.

Practical work began on Friday, April 2nd, Mr. Brooks continuing his course with a lecture on Greek literature, and Mr. Glen Parker, head of the library department of the Baker & Taylor Company, giving the first of two lectures on the tools of the booktrade and their use.



WINDOW DISPLAY OF "CONTRARY MARY" (PENN PUBLISHING COMPANY), MADE BY THE AMERICAN BAPTIST PUBLICATION SOCIETY, PHILADELPHIA (BY J. L. BUSH).

BEST SELLERS READ AT BOOKSELLERS' SCHOOL BENEFIT.

THOUGH serving in the rather hyphenous capacity of chairman, merely coupling up the speakers of the evening with intro- and extra-ductory remarks, William Hard, author of "The Women of Tomorrow," was the real star of the Evening With Popular Authors held on Tuesday in Aeolian Hall in New York for the benefit of the Booksellers' School. He used a varied line of epigrams and witticisms on both the authors and the audience with telling effect.

Inez Haynes Gillmore, the only author who did not read her own work, read three feminist poems. Canon Hannay, "G. A. Birmingham," read three sketches of rural England in war time which were highly appreciated although at least one person in the audience was heard to protest that "he didn't talk English." Marjorie Benton Cooke, who writes best sellers like "Bambi" in the intervals of her real occupation as traveling monologist, read a charming original monologue in Italicized English. Mr. Noyes read his well-known "Forty Singing Seamen" and two other poems; the audience clamored for more but he had to leave to catch a train back to Princeton. Helen R. Martin read one of her Pennsylvania Dutch stories. Jesse Lynch Williams gave what he called "an idyllic piece dealing with divorce." Mrs. Porter read "A Dose of Pollyanna" and Coningsby Dawson read a portion of "The Unknown Country."

POSTAL NOTES.

CUT RATES TO WEST INDIES.

Two-cent postage went into effect on April 1 between the United States and the British colonies of Barbados and the Leeward Islands (including Antigua, Barbuda, Redonda, St. Kitts, Nevis, Anguilla, Dominica, Montserrat and the Virgin Islands). This reduction from the 5-cent rate results from the negotiation of a new postal agreement with the governing authorities of those colonies, and is the outcome of Postmaster General Burleson's policy of introducing 2-cent postage between the United States and all the nations and dependencies of the Western Hemisphere. Letters unpaid or insufficiently prepaid will be despatched to destination subject on delivery to a charge equal to double the amount of the short payment. The arrangement refers only to the British colonies named. The letter rate to all other British colonies, except British Honduras, the Bahamas and Newfoundland, remains as heretofore, 5 cents for the first ounce or fraction thereof and 3 cents for each additional ounce or fraction thereof.

CUSTOMS NOTES.

TRADE PUBLICATIONS DISTRIBUTED GRATUITOUSLY FOR ADVERTISING PURPOSES DUTIABLE.

In *Smith & Co. v. United States*, and *La Montagne's Sons v. United States* (T. D. 35173) the United States Court of Customs

Appeals on February 23d upheld the decision of the Board of United States General Appraisers, deciding that certain diaries and Christmas books brought in by the appellants for free distribution for advertising purposes were not within the provisions for free entry contained in paragraph 517. This decision was based on the fact that the importations were "mere trade publications used for advertising purposes," and therefore, according to the court, not intended for private circulation.

IMPORTATION OF BOOKS CHIEFLY IN FOREIGN LANGUAGES.

In the case of *Petry Co. v. United States* (T. D. 35174) the United States Court of Customs Appeals, on February 23d, 1915, upheld the decision of the Board of United States General Appraisers (T. D. 34219), deciding that unbound photomechanic reproductions of paintings, having descriptive titles appearing severally in the German, French, and English languages, accompanied by an index, but intended to be completed before bound or published by the addition of a preface in English, which would constitute English the predominant language, were *not* so far a completed entity as to warrant their introduction as books published chiefly in a foreign language, and were therefore dutiable as assessed under paragraph 416 of the act of 1909. Judge Montgomery delivered the opinion of the court as follows:

The importation in question consists of unbound photomechanic reproductions of famous paintings. A separate volume is devoted to each artist, the series reproducing the works of such masters as Correggio, Donatello, Murillo, Rembrandt, Michelangelo, and others (22 in all). The printed matter consists of English, German, and French. Under each picture occurs in the English, French, and German languages a statement as to where the original is hung and a brief history of the picture, as "Fray Lauterio before the Madonna, St. Francis and St. Dominic." Upon the first flyleaf of the volume submitted as a sample is a list of the series, the descriptive matter being in German and the names being mostly foreign. Upon the second flyleaf occurs the word "Murillo" on the one side, and on the reverse side the following:

Klassiker der Kunst
in Gesamtausgaben
Zweiundzwanzigster Band
MURILLO
Stuttgart und Berlin
Deutsche Verlags-Anstalt
1913

A translation of which is as follows:

"Classics of art, in collection. Twenty-second volume. Murillo. Stuttgart and Berlin. German Printing Establishment. 1913."

On the reverse side of the third flyleaf is a reproduction of a self-portrait of Murillo, with the usual descriptive matter underneath in three languages.

On the fourth flyleaf is the following:

"Der Verkauf dieses Werkes nach Frankreich ist untersagt. Eine französische Ausgabe erscheint im Verlage von Hachette & Cie., Paris.

"Druck der Deutschen Verlags-Anstalt in Stuttgart. Papier von der Ersten Deutschen Kunstdruck-Papierfabrik Carl Scheufelen in Oberlenningen-Teck (Württemberg)."

A translation of which is as follows:

"The sale of this work to France is prohibited. A French edition is published by the publishing house of Hachette & Co., Paris.

"Publication of the German Printing Establishment in Stuttgart. Paper from the First German Art Press Paper Factory of Oberlenningen-Teck (Württemberg)."

The publications were claimed to be free of duty under paragraph 518 of the tariff act of 1909, which exempts books and pamphlets printed chiefly in languages other than English. They were assessed for duty under paragraph 416 providing for books of all kinds, bound or unbound, engravings, photographs, etc. The Board of General Appraisers affirmed the assessments, and the importer brings the case here for review.

The question is whether these sheets as imported constitute a book printed chiefly in languages other than English. In so far as the pictures can be regarded as printing, it cannot be said that they are printed in a foreign language. The appeal to the student of the old masters is in a language which is universal. The underwritten title of the picture, which is given in German, French, and English, simply identifies the picture, and in some instances the material or object on which the picture is painted is stated in German, and dates are given showing the probable time when the painting was executed. The printed matter appearing on the flyleaf tells no connected story. It is in the nature of an advertisement or descriptive title of the series.

The testimony shows that the book as imported is not the complete book as it is expected to be furnished to the trade. Before it is marketed it appears by the importers' testimony that there is to be added a preface. The extent of this preface is not stated. Presumably it is in the English language and evidently is regarded as of commercial importance, deemed necessary to make the book complete or marketable.

While the fact that the book is unbound does not remove it from this paragraph, its character as a book must be fixed before importation to bring it within its terms, and when we find that the book which is actually marketed in this country contains matter printed in English in connection with that in the foreign language we think the importer cannot successfully maintain that the portion which he imported should be treated as a separate entity and as a complete book, when in fact it is not the complete book of actual use.

Had the book been complete when offered for importation in the form published in this country it would, as is fairly inferable, not have fallen within this paragraph, which speaks of books and pamphlets and not of parts of the same. True, the witness testifies that the preface is not an absolutely essential part of the work, as the imported sheets could be bound up without it. It may be said that the individual sheets might have a use as

separate reproductions of paintings, but in neither case would the sheets in the aggregate or the individual sheets constitute the book intended for actual use. The question is whether something which might be bound up in the form of a book, but which is not designed for such use and which when completed for publication is taken out of the descriptive terms of the statute, may be treated as the book provided for in this paragraph, when it appears, as is fairly inferable, that had the book in its completed form been offered it would not be admitted, thus according to a part a character which the whole would not bear and opening the door to evasions.

This feature distinguishes this case from that of *Macmillan Co. v. United States* (116 Fed., 1018), as in that case had all the matter that finally appeared in the book been with it when offered for entry it would only have confirmed its character as a scientific book, while in this case the matter to be added in this country fixes the character of the book as one not entitled to free introduction under paragraph 518. Had there been a provision for parts of books a different question would be presented. See *Kraemer & Co. v. United States* (5 Ct. Cust. Appls., —; T. D. 34099). But in the absence of a provision for parts of books we do not feel justified in holding that a part which might, if a completed book, fall within the provisions of paragraph 518 can, before publication, be admitted free if, when completed as contemplated, it would not answer the descriptive terms of that paragraph.

It becomes unnecessary in this case to approve or disapprove the reasoning of the court in the *Macmillan* case, as the distinction between that and the instant case is clear.

For the reasons stated the decision of the board is *affirmed*.

GERMAN TRADE NOTES.

THE WELL-KNOWN EAST-PRUSSIAN LYRIC POET, Walter Heymann, has been killed in the fighting around Soissons. Mr. Heymann's name adds another to the considerable list of young German writers whom the war has already claimed as victims.

3612 GERMAN PUBLICATIONS sought copyright in the United States during the year 1913. Of these, 2710 were musical works and 902 printed books. 500 more publications arrived just too late to be registered for that year, and will be counted in on the next list (1914). Apart from these, the American Institute in Berlin has given its services gratis in the securing of copyright for 934 German publications, so that over 5000 German works sought the protection of American copyright laws during the year 1913.

DICKENS IS SAID TO BE the German soldier's favorite novelist. He stands first on a list of fifty authors prepared by the publishing house of Reclam, famous for its cheap reprints. Of the total number of orders from the German troops at the front, 48 per cent were calls for fiction; 19 per cent for serious reading, comprising philosophy, religion and the arts; 17

per cent, for poetry and drama, and 16 per cent. for light miscellaneous stuff, including humorous works. The German soldier is catholic in his taste when it comes to fiction, for not only does he top his list with Dickens, but includes twenty-one other foreign novelists, among whom appear Bulwer, Defoe, Scott, Dumas, Daudet, Merimée, Prevost and Victor Hugo.

THE ANSWERS TO AN INQUIRY sent out to the German booktrade by the *Boersenblatt* as to the effect of the war on the Christmas business show that the effect of the disturbing element was felt about the same everywhere. Naturally, the trade in towns immediately on the eastern or western battle area suffered most. One fact is noticeable everywhere, even where cash sales of small value were good, the sales to regular customers on account, people of means who usually buy largely, fell off strikingly. The wealthier classes, whether of rich industrial circles or belonging to the landed nobility, seem to have given up book buying this year, while the buyers of small means still gave of the little they had to pay for a book as Christmas gift, or to send to some dear one in the field. The great mass of men in the years from 18 to 30, students, young clerks of a higher grade, officials, professionals of all kinds, usually a very large proportion of the book-buying public in Germany, was absent almost entirely this year. People had few but definite wants, war and religious literature made up the great bulk of the Christmas sales. But it was books about the present war the buyers wanted. The new editions of fiction or non-fiction works dealing with the war of 1870, which were good sellers in the early weeks of this present conflict, were a dead load at Christmas time.

PERSONAL NOTES.

REV. GEORGE B. ECKMAN, editor of the *New York Christian Advocate*, has resigned his position to return to the ministry.

J. A. BELL has resigned his position as salesman on the staff of Rand, McNally Company, to take up his duties as a salesman for the John Lane Company. He begins his new duties on April 1, and will cover the North and Middle West and South.

JAMES F. MASON, president of the Dodge Publishing Company, who for over seventeen years has assiduously kept at his desk without a vacation, will in April enjoy a well-earned rest. Mr. Mason's plan contemplates a leisurely trip by automobile across the United States via the Lincoln Highway, accompanied by Mrs. Mason and family.

LITERARY AND TRADE NOTES.

THE 400 ILLUSTRATIONS ALONE should be sufficient to sell the "History of Travel in America" (Bobbs-Merrill). They were collected by the author during some twenty years of research.

"THE BOSS OF THE LAZY Y" by Charles Alden Seltzer, said to be bristling with six-shooters and thundering with the hoof-beats

of hard-riden horses, will be published early in April by A. C. McClurg & Co.

A NEW NOVEL by Marie Van Vorst, author of "Big Tremaine," will be brought out by Little, Brown & Co. in May under the title "Mary Moreland." It is a story of New York business and social life.

A ONE-ACT FANTASY, "Swat The Fly!" by Eleanor Gates, author of "The Poor Little Rich Girl," has just been brought out by the Arrow Publishing Company. The play is in rehearsal for immediate production.

AN advertising art exhibit was held in the Detroit Board of Commerce, March 25, 26 and 27, under the auspices of the Detroit Aircraft Club. Macauley's Bookstore loaned a number of originals and reproductions from the illustrations of prominent novels.

SVEN HEDIN's book, "With the German Armies in the West," which he was commissioned to write by the Kaiser, will be published in English translation by John Lane some time this spring. It will have many illustrations from photographs taken by the author.

DR. WILLIAM HEALY DALL has prepared a biography of one of America's most prominent naturalists, Spencer Fullerton Baird, which will also contain selections from his correspondence with Audubon, Agassiz, Dana, and others. J. B. Lippincott Co. are the publishers.

AN ILLUSTRATED MONTHLY MAGAZINE called *Khaki* has been started in London to give the news of the Empire to the British soldiers in the field and in training. The editor has enlisted the help of several popular writers, including Rudyard Kipling, J. K. Jerome, Marie Corelli, and Israel Zangwill.

DOUBLEDAY, PAGE & Co. are pushing a spring nature book campaign. They are offering the trade a set of thirty-two cut-outs of birds and flowers in four colors, a set of eight jackets in four colors of their *New Nature Library* mounted on cards, and a four page nature circular bearing the dealer's imprint.

TO THOSE OF US who have lived again the riotous life of California in the gold-crazy "fifties" with the immortalizer of Poker Flat and Tennessee Bar it is indeed a welcome announcement that Houghton Mifflin Co. is publishing a new volume of stories and poems and other uncollected writings by Bret Harte.

ELSEWHERE in this issue we give a cut of the Paul Elder & Company exhibit at the Panama-Pacific Exposition. It occupies a corner position in Department D of the Palace of Liberal Arts. Paul Elder & Company, by the way, publish the Official Handbook of the Exposition.

RARE AMERICANA, chiefly relating to the Indians, collected by Wilberforce Eames, of the New York Public Library, will be sold by the Anderson Company on April 5 and 6. It is Part IV. of the collection. In addition to many scarce old books, the sale will include many broadsides and woodcuts.

SOME PEOPLE TALK ABOUT NIETZSCHE nowadays because he is hard to pronounce, others

because of his philosophy. For the latter a solid study of the German thinker's philosophy has just been put forth by the Open Court Publishing Co. under the title "Nietzsche and Other Exponents of Individualism."

A NEW ORDER OF THE RUSSIAN CENSOR forbids the circulation of Tolstoy's work anywhere in Russia. But the Polish writer, Henrik Sienkiewicz (author of "Quo Vadis"), whose works had hitherto been banned from Russia by official order, has now been elected a member of the Russian Academy of Arts and Sciences.

Foreign Opinion, a new weekly publication, made its first appearance in London on March 24th. The aim of the journal is to collect within the limits of its pages the representative opinions of all nations week by week. The price is 3d. The journal is illustrated and printed on art paper and is published each Wednesday by Jarrold & Sons.

IS IT EVER AN ACT OF MERCY or love to hurry along inevitable death? This question bulks large in "The Keeper of the Door" by E. M. Dell, to be published April 10th by G. P. Putnam's Sons. On an impulse more generous than wise the heroine gives the overdose—but with what consequences to herself and to the physician whom she loves!

A TEXT-BOOK ON BOOKBINDING has just been published by the Inland Printer Company. It is in four parts, and covers all subdivisions of the industry—ruling, forwarding, letterpress, blank books, loose-leaf work, marbling, gilt-edging, goffered edging, finishing, hand tooling and the care of books. There are 217 illustrations descriptive of machine and hand operations.

"THE SALE OF BAEDEKER'S GUIDE BOOKS has almost stopped," comments *The Book Baedeker*, a new one page leaflet issued by the Dutton bookstore. "But Journeys in Book-land were never before so popular as now. *The Book Baedeker* will be kept on the jump chronicling the new arrivals and posting travelers in this pleasant land as to the most agreeable stopping places."

ALBERT BIGELOW PAINE, author of "Mark Twain: A Biography," is about to compile a collection of Mark Twain's letters. He asks that all owners of Mark Twain's letters will contribute to this important work by sending him, in care of Harper & Brothers, copies of their documents, for all of which he will be happy to make acknowledgment in the work itself.

PURSUANT TO THE CAMPAIGN for resale price maintenance, undertaken recently by the Board of Trade of the American Booksellers' Association, Charles E. Butler, president of that organization, is sending out a circular letter urging booksellers to sign the resolutions adopted at the meeting, to familiarize themselves with the ins and outs of "Resale Price," to talk it up to local merchants, and to write to Congressmen urging their support of any bill similar to the Stevens bill which may be brought up at the next session of Congress.

IT GIVES US PAUSE on these exuberant spring days to be roughly reminded that "fall is coming," yet so it is—in fact one publisher, Rand, McNally & Co., is already announcing September books. "The Pirates of the Sky," the story of a reporter's pursuit of a band of aeroplane robbers, by Stephen Gaillard, is announced by this house for September 1st, and "The Last Ditch," a juvenile telling of a live boy who lived down the taunt of a "yellow streak" will appear later in September.

DESPITE ALL SOME OF US CAN DO, that lust for hills and running water fastens on us each spring. For the "city-broke" person who hankers for nothing wilder than a garden, the Scribners offer "The Well-Considered Garden" by Francis King, a garden book with 38 illustrations, while for the less tame spirits the same publishers offer "Camp Craft," a practical work on woodcraft by W. H. Miller, editor of *Field & Stream*. The former will appear the middle of April, the latter late in the month.

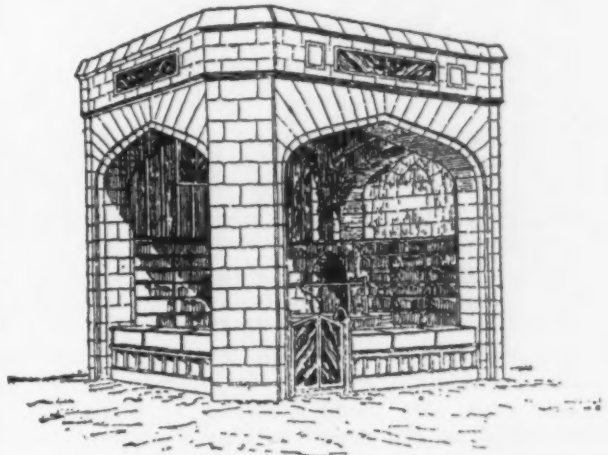
"JOHN SMITH" was the name given him in the Bowery Mission. Who he was, where he had come from he did not know. One thing only was clear to him—a great fear and hatred of drink that had made him a nameless derelict. In "The Man Who Forgot," by James Hay, Jr., a former Washington newspaper man, to be published by Doubleday, Page on the 15th, is told the story of this re-born "bum's" fight for national prohibition. The story centers in Washington and—of course there's a love story in it.

DURING THE FISCAL YEAR 1913-1914 there were 3635 new books published in Denmark, according to statistics made out by the Royal Library in Copenhagen. The largest group is that of works of national history and geography, with 892 titles. Next comes the group of works of fiction, with 887 titles. Of these, 548 were books by Danish writers and 16 written in Danish by Icelandic authors. The other 323 were translations, English books leading with 192 titles, to 52 German, 45 French, 16 Swedish, and 18 of various other tongues. The list of periodicals for the same term shows 1420 titles, theology leading with the impressive number of 270 journals of various kinds devoted solely to that subject.

THERE IS A DEMAND among students and people of ambitious literary tastes yet modest pocketbooks for really good, inexpensive editions of the world's classics in the original language. Among the English classics such a collection as *Everyman's Library* fills a real need; in the French the *Collection Nelson* is equally valuable, while in the Spanish, a language in which standard editions of the classics are not so easily met with in this country, the *Coleccion Espanola Nelson*, also published by Thomas Nelson & Sons, fills a genuine need. In addition to the classics of each language, both the *Collection Nelson* and the *Coleccion Espanola Nelson* also contain translations of contemporary works in English and other languages. These collections combine large, clear printing and good binding with the other requisite—a cheap price.

THE "American Publishers' Association," a publishing concern in Chicago, Ill., which sends us a circular, has, of course, no connection with the American Publishers' Association. The Chicago firm has published, "under its auspices," the "American Blue Book of Biography," "a Monumental Biographical Record of the acknowledged Leaders of Life and Thought of To-Day who have attained prominence in the Social, Industrial and Commercial Development of our Commonwealth." Price, "Library Style," \$10. We are advised that the "only obligation" for the insertion of our biography in the Blue Book is the "acceptance of one copy, payable after delivery." Also, that we can "substitute a new Biography to exactly suit ourselves if we so desire."

THE CATALOGUE OF BOOKS in the library of the late Gen. Brayton Ives, which has just been issued, is calculated to set the bibliophiles on both side of the Atlantic in a flutter in spite of wartimes. The library, which numbers more than 1100 items, will be sold at the American Art Galleries in New York, beginning on the evening of April 6, and on the afternoon of April 7 and the evenings of April 7, 8 and 9. There are so many beautiful volumes in the Gen. Ives library that came from the famous Hoe sale that that auction is inevitably recalled. In addition to many fine old manuscripts and "Books of Hours," there are



BOOTH OF PAUL ELDER & COMPANY, PALACE OF LIBERAL ARTS, PANAMA-PACIFIC EXPOSITION.

first editions galore, including Swinburne, Thackeray, Tennyson, the Waverley Novels, Gautier, Dickens, "Paradise Lost," Florio's Montaigne, the "Faerie Queene," the "Compleat Angler," Kipling, Balzac, Beranger, Burns, Longfellow, Byron, and many volumes with letters by the author inserted.

AN INTERESTING CASE came up on March 27 when Edward L. Woven, official photographer of Vassar College, started action against Underwood & Underwood, the Elliott Service Co., and the Atlantic and Pacific Tea Co. for damages aggregating \$15,000 for the display of photographs of the Vassar daisy chain for advertising purposes. The pictures have been displayed throughout the country in the different stores of the Atlantic and Pacific Tea Company, and in connection with them has appeared the advertisement of teas, coffees

and spices. The college authorities, who instigated Woven's action, feel that this use of the pictures humiliated both the college and the students and their parents. The copyright in the photographs was released to Underwood & Underwood for newspaper purposes only, but, it is asserted, was given by them to the Elliott Service Company for the purpose of advertising. The tea company was an innocent transgressor, but has been made one of the defendants, as it displayed the pictures.

"\$ \$ ARE AMONG THE MANY OBSTACLES that keep novels from their rightful owners," says a leaflet just issued by E. P. Dutton advertising 25 of their standard novels at a nominal price of 50 cents. "In this case," says the leaflet, "the \$ obstacle has been reduced to a negligible quantity." "Novels, like mountains," it says, "*belong*, not to their legal owners, but to those who can appreciate them; not to the author, nor to the publisher, nor to the library, nor to the man whose expensive book-plate decorates the inside of the front cover, but to those who care for them. Taking as its slogan 'Helping novels to find their owners,' the following are some of the 'Lost and found' ads. printed in the leaflet:

FOUND—A copy of "A Slice of Life," by Robert Halifax, will be sent to all those who can prove ownership. Must be lovers of Dickens. Special price to owners, fifty cents.

FOUND—Will the man who loves gardening kindly order his copy of "Idlehurst: a Journal Kept in the Country?" We have been holding it for him some time. Special price to owners, fifty cents.

FOUND—Will the individual who loves Barrie kindly drop in and see if "The Widow Woman" is not a novel to his or her liking? Special price to owners, fifty cents.

LOST—Will the rightful owner of "The Honey Star" please call for it? It has been waiting for her some time. Special price to owner, fifty cents.

FOUND—Mr. Business Man. We believe that "WO2" belongs to you. Will you kindly drop in and look it over? Special price to rightful owner, fifty cents.

FOUND—Will all lovers of Ibsen kindly apply for their copy of "Eve: An Incident of Paradise Regained?" Special price to owners, fifty cents.

MISS MARGARET WIDDEMER, whose "The Rose Garden Husband" is a Lippincott best-seller just now, told some illuminating things about the ways of the world with an author in an address on "Odd Corners and the New Broom," given at the "Ladies' Night" banquet of the Philadelphia Booksellers' Association, at the Hotel Adelphia, on March 19. The public, says Miss Widdemer, turns itself into a board of inquisition as soon as the helpless author appears upon the scene. They ask, "Do you have to wait for an inspiration?" (which, of course, you don't, asserts this young writer); they query, "Do you write under your own name, or a *nom-de-plume*?" (how unconsciously insulting!); then they want to borrow that scrapbook of everything you've written, and, after that, they implore you to put them in a story! What plots they offer you about how their aunt fell down the cellar stairs! And when they find you admiring a sunset or an ocean view, how cheerfully they rush up with, "Oh! getting an inspiration?" But there is a worse burden, Miss Widdemer says—that of living down the implication of high-browdom. It is taken as a matter of course by the average

person that a writer is done with pomps and vanities, Yale proms (Miss Widdemer all but missed one through this popular misunderstanding), and all worldly festivities. Those who have seen Miss Widdemer realize how perfectly indeed the writing gift can be combined with a thorough capacity for having a good time. But in spite of all these trials, invented exclusively for literary folk, in spite of the people with grievances who want you to put a campaign against the dreadful German band into a story, and the people with a promising son and heir who insist that "our baby would make the sweetest poem," and remind you that "you must be sure to get in that he has two teeth already, and knows every word you say!"—"in spite of it all," says Miss Widdemer, "I never found anything in my life that was as much fun as—writing."

BUSINESS NOTES.

LANCASTER, PA.—The C. H. Barr Book Shop plans to move from 27 E. Orange St. to 24 W. Orange St.

NEW YORK CITY.—*Field and Stream* and *Smart Set Magazine* have leased new quarters at 329 Fourth avenue for a term of years.

NEW YORK CITY.—William B. Sutherland Co. was recently incorporated with a capital of \$10,000 to do a printing, publishing, book-selling, and paper business. The incorporators were O. C. Carpenter, A. J. and W. B. Sutherland, 9 Murray Street.

WATERBURY, CONN.—An attachment was made on the book and stationery store of G. N. Ells Co., Inc., in the interest of a certain creditor. It is understood that the attachment is for \$150. The G. N. Ells Company, Inc., which was originally started by William Patton, and which was later purchased by George N. Ells, is said to be the oldest book and stationery store in Connecticut.

AUCTION SALES.

APRIL 6 AT 8:15 P. M., APRIL 7 AT 2:30 P. M., AND APRIL 7, 8 AND 9 AT 8:15 P. M. (Five sessions.) Catalogue: The literary treasures forming the library of the late Gen. Brayton Ives. (1121 lots.)—*American Art Assn.*

APRIL 12 AND 13 AT 2:30 P. M. (Two sessions.) Catalogue: Ancient and modern books and part of the library of S. K. Cleven, including incunabula, illuminated manuscripts, Cruikshank items, Shakespeariana, etc.—*Anderson.*

PICK-UPS.

ONE MORE CHANCE.

"WELL, we have exhausted reason, logic, common sense, and justice. What more can we do?"

"I guess we'll simply have to go to law."—*Life.*

FICTION AS SHE IS ILLUSTRATED.

Here it is, you lovers of high class literature! Here at last is the great American novel, fresh from the press. It can be found on all bookstands. No library will be complete with-

out it, and it can be had from its publishers postage prepaid.

Yes, mamma received six copies of her work this morning and can have just as many more as she likes at cost. She is pleased with its general appearance and worships the cover, but wonders if the illustrations were not made for somebody else's book. It distinctly says on page 22: "Violette swiftly alighted from the handsome, six-horse-power, foreign-made limousine, grasping the while the soft, filmy folds of her fleecy gown which clung fondly to her sylph-like figure as her well-turned ankle," &c. And the picture on page 235, which is supposed to illustrate the important incident, shows the heroine dressed in a hunting costume descending from a one-horse surrey at the edge of what might be either the Black Forest or the Dismal Swamp.

Another cut to which she holds objection has as a caption the lines: "The alert detective seized Castlethorp in his powerful arm and hurled him violently to the polished marble floor," and maybe the delineative jackass who made the drawing can explain why the tessellated tiling in the conservatory in Lord Fairmanston's villa on the Riviera has been replaced by a plot of grass.

While making this explanation it might be well for him to enlighten the public as to just why he drew the detective in evening clothes, when the text states explicitly that he was disguised as a plumber's assistant and had gained entrance to the fashionable establishment under the pretense of having been summoned to mend a leaking faucet in the maid's bath.

But just the same, "Lady Fairmanston's Mistake" is a remarkable work of fiction, and let's watch the reviews.—*New York World*.

BIBLIOGRAPHICAL NOTES.

MR. FRANK HOLLINGS, of London, publisher of Prindevaux's "Bibliography of Robert Louis Stevenson," has in preparation a "Bibliography of the Works of Thomas Hardy, 1865-1915, by Mr. Pelham A. P. Webb. The bibliography will include Mr. Hardy's contributions to books, periodicals and newspapers, with an appendix of criticisms upon his works.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Reginald Atkinson, London, Eng., 97 Sunderland Road, Forest Hill. Catalogue of a collection of books, autographs, etc. (956 titles) with a supplement of 2000 titles at 2s. each. (No. 13.)

Aurand's Old Book Store, Harrisburg, Pa., 913 N. Third St. Medical books and journals.

Ellis, London, W., Eng., 29 New Bond St. Catalogue of books on Italy, Italian books, Spain and Portugal, rare books, etc. (No. 158; 314 titles.)

W. & G. Foyle, London, W. C., Eng., 121-123 Charing Cross Road. Catalogue of rare books and first editions (No. 18a, 1915; 1185 titles)

John Grant, Edinburgh, Scotland, 31 George IV. Bridge. Catalogue: Important theological, historical and scientific books, and a selection of books relative to the war and the countries at war.

Otto Harrassowitz, Leipzig, Querstrasse 14. Catalogue of books on folk-lore. Part I (No. 367; 2233 titles.)

John Heise, Syracuse, N. Y. Special list of autographs. (No. 123; 195 lots.)

—Special list of autographs at 50 cents each. (No. 124; 407 lots.)

—List of autographs. (No. 125; 194 autographs.)

Charles Higham & Son, London, E. C., Eng., 27A Farringdon St. Spring catalogue of theological books. (No. 536; 1449 titles.)

Jos. McDonough Co., Albany, N. Y., 73 Hudson Ave. Catalogue: Scarce and fine books. (No. 316; 315 titles.)

Maggs Bros., London, W. C., England, 109 Strand. Catalogue: Voyages and travels, topography, heraldry, natural history. (No. 334; 2467 titles.)

J. M. Morton, Ye Little Olde Booke Shoppe, Brighton, England, No. 1 Duke St. Catalogue: Books, curios, old and scarce. (No. XVII; 649 titles.)

W. M. Murphy, Liverpool, England, 79 Renshaw St. Catalogue: Books in various branches of literature, scarce works, military and naval books from the library of Lieut.-Col. Grimshaw-Haywood. (No. 198; 569 titles.)

Martinus Nijhoff, The Hague, Holland. Index op de Nederlandsche periodieken van algemeen inhoud. (Feb., 1915.)

Norton's Bookshop, Cheltenham, Eng., 16 Clarence St. Catalogue of attractive book bargains. (No. 3; 154 titles.)

N. Posthumus, The Hague, Holland, 68 Daendelsstraat. Catalogue: America, part IV. (No. 40; 156 titles.)

B. Quaritch, London, England, 11 Grafton St. Catalogue: Books in English literature and history, first supplement. (No. 335; 1369 titles; 1 shilling.)

—Catalogue of books on early and modern science, relics and books of Baron Napier of Merchiston, and books on occult sciences. (No. 336; 662 lots; 1 shilling.)

Georges Rapilly, Paris, France, 9 Quai Malaquais. Catalogue de livres d'art et d'estampes anciennes et modernes. (No. 145; 978 lots.)

Schulte's Bookstore, New York City, 132 E. 23d St. Catalogue of rare and interesting Americana. (No. 63; 823 titles.)

W. H. Smith & Son, London, W. C., England, 186 Strand. Catalogue: March additions.

State House Book Shop, Philadelphia, Pa., 221 S. 5th St. Old book list. (No. 24; 117 titles.) Also rare collection of early Methodist tracts.

G. E. Stechert & Co., New York City, 151-155 W. 25th St. Catalogue of second-hand books and surplus stock on Romance philology and literature. (New series xxxiii; 112 pages.)

—Catalogue of sets of periodicals and publications of learned societies on medicine. (New series xxxv; 16 pages.)

Van Stockum's Antiquariat, The Hague, Holland, 15 Prinsegracht. Catalogue of old books and manuscripts. (No. 12; 424 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copy-right date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Abbatt, W., ed. Rare Lincolniana—no. 5, 6. [Tarrytown, N. Y., W: Abbatt.] '14 110 p.; various paging Q (Magazine of History, extra no. 32, 34) pap. no. 5, \$3.80; no. 6, \$3.75 (only to subs. to magazine)

Ames, Franklin T. Between the lines in France; a boy's story of the great European war; il. by Wa. S. Rogers. N. Y., Dodd, Mead. c. 306 p. pls. D \$1 n.

These young people were in France when the war cloud broke last summer. Unable to leave by train, and with the German army in front and the French army behind them, they try to escape in their touring car. The machine is confiscated for army use, and after that adventures come thick and fast.

Anderson, H. J., comp. English letters; selected for reading in school. N. Y., Longmans. 8+135 p. D (Longmans' class-books of English literature) 50 c.

Andrews, Mrs. Mary Raymond Shipman, and Murray, Roy Irving. August first; il. by A. T. Keller. N. Y., Scribner. c. 179 p. D \$1 n.

Love story, whose chief characters are a young assistant clergyman in a large city and a beautiful stranger. The girl appears for a few minutes to consult him about a great crisis—involving either her own life of great suffering or immediate suicide. She gets a grip on herself, and in working out the tangle there is revealed the deep religious feeling so evident among modern idealists.

Atkinson, Eleanor. Johnny Appleseed; the romance of the sower; with il. by Fk. T. Merrill. N. Y., Harper. c. 340 p. D \$1.25 n.

The poetic and civilizing work of a young orchard-ist, whose identity is lost in his acquired nickname. In the border days in this country, Johnny Appleseed went through the wilderness of Ohio planting orchards for the settlers. His kindness to a wounded Shawnee made his way safe from Indian attack. When Detroit fell, he rode from settlement to settlement warning the people. His life was dedicated to his work, and though he had met Betty, his ideal woman, he would not settle down in a home of his own.

Bailey, C: W: Steps towards educational reform; some practical suggestions for improving our national system. [N. Y., Putnam.] '13 6+111 p. 12° bds. 30 c. n.

Bennett, Helen Christine. American women in civic work; with portraits. N. Y., Dodd, Mead. c. 6+277 p. pls. D \$1.25 n.

Personality and work of some of the advance guard of American democracy: Jane Addams, Anna Howard Shaw, Caroline Bartlett Crane, Sophie Wright, Kate Barnard, Ella Flagg Young, Albion Fellows Bacon, Hanna Kent Schoff, Lucretia L. Blankenburg, Frances A. Kellor, and Julia Tutwiler.

Benson, Mgr. Rob. Hugh. Loneliness? N. Y., Dodd, Mead. c. 371 p. D \$1.35 n.

A young woman had just become famous in London as an opera singer. In this prosperity, as in her struggle for success, Marion Tenterden was as fine as could be. She and the man she meant to marry felt as if they were on the top of the world. Then came the test—Marion lost her voice. She had put her faith in art, and that was denied her. She turned more than ever to her lover. Now that their marriage was imminent, the difference in their religions became

more pressing. Marion felt she could not marry Max unless he became a Catholic. This also was denied her. She parted from him, turning to the religious life for her future happiness.

Bernhardi, Friedrich Adam Julius von. Germany and England. N. Y., Dillingham. c. 93 p. por. D 50 c. n.

In his new book, the first since the war began, author declares the war was forced by England. It is also a reply to Prof. Cramb's attack on Bernhardi's writings.

Borrow, G: H: Romantic ballads, tr. from the Danish; and Miscellaneous pieces. N. Y., Putnam. c. '13 11+187 p. 8° \$3.50 n.; de luxe ed. \$5 n.

Boulenger, G. Alb. Reptiles and batrachians. N. Y., Dutton. 14+278 p. il. 8° \$6 n.

Bowen, Marjorie [pseud. for Gabrielle Marg. Vere Campbell]. Prince and heretic. N. Y., Dutton. 6+374 p. 12° \$1.35 n.

Bradley, Arth. Granville. Herefordshire; with maps, diagrams and illustrations. [N. Y., Putnam.] '13 11+149 p. 12° (Cambridge county geographies) 40 c. n.

Brewer, G. W. S. Educational school gardening and handwork; with an introd. by H: Hobhouse. [N. Y., Putnam.] '13 11+192 p. il. diagrs. 12° 75 c. n.

Broad, Charlie Dunbar. Perception, physics and reality. N. Y., Putnam. '14 388 p. 8° \$3 n.

Brown, Edna Adelaide. Arnold's little brother; il. by J: Goss. Bost., Lothrop, L. & S. c. 346 p. D \$1.20 n.

Lively narrative, introducing us to small boys in the lower school and big ones in the upper school. Opinions may differ as to whether Paul or Archer is the hero. For children from ten to twelve years old.

Carter, Maj.-Gen. W: Harding. The American army. Indianapolis, Bobbs-Merrill. c. 293 p. por. tabs. O \$1.50 n.

Authoritative statement of the conditions and methods of administration of the United States army, and an urgent plea for improving and increasing the organization.

Catullus, Gaius Valerius. Selections from Catullus; tr. into English verse with an introd. on the theory of translation by Mary Stewart. Bost., Badger. c. 71 p. D bds. \$1 n.

Chamberlain, Jos. Mr. Chamberlain's speeches; ed. by C: W. Boyd; with an introd. by Austen Chamberlain. 2 v. Bost. Houghton Mifflin. c. 765 p. il. pls. maps 8° \$5 n.

Chittenden, Hiram Martin. The Yellowstone National Park; historical and descriptive. New and enl. ed., entirely rev., printed from new plates. Cin., Stewart & Kidd. c. '95-'15 7+350 p. il. pls. fold. map O \$1.75 n.

As it is brought up to date, new edition will be of value to the many tourists who will visit the park this summer.

Cooksey, Rev. N. B. Christian Science under the searchlight. Nashville, Tenn., Pub. Ho. Meth. E. C. So. c. 106 p. D 50 c.

Cramb, J: Adam. The origins and destiny of imperial Britain. N. Y., Dutton. 276 p. por. 8° \$1.50 n.

Darnell, Elias, and others. A journal of the hardships, battles, etc., of those heroic Kentucky volunteers and regulars . . . in the years 1812-13, [by] Elias Darnell; and The narratives of Timothy Mallary and John Davenport. [Tarrytown, N. Y., W: Abbott.] '14 74 p. Q (Magazine of History, extra no. 31) pap. \$3.55 (only to subs. to magazine)

Decker, Fk. H. Christ's experience of God. Bost., Pilgrim. c. 161 p. 12° \$1 n.

De Witt, B: Parke. The progressive movement; a non-partisan, comprehensive discussion of current tendencies in American politics. N. Y., Macmillan. c. 11+376 p. O \$1.50 n.

Movement, origin and development in each of the political parties carefully traced. Important reform measures connected with it in nation, state and city are discussed.

Dewitz, Hrolf, Baron von. War's new weapons; an expert analysis in plain language of the weapons and methods used in the present great war; with an introductory preface by Hudson Maxim. N. Y., Dodd, Mead. c. 12+295 p. il. pls. D \$1.50 n.

Points out the strategic lessons already taught by the war in Europe. Mr. Maxim predicts that all the nations will be eventually involved, and that United States is lamentably unprepared for such an event.

Douglas, Amanda Minnie. The red house children's year; il. by Louise Wyman. Bost., Lothrop, L. & S. c. 326 p. pls. D \$1 n.

The children have grown larger and much has happened to them in a vacation and the school year following. One boy, "Chan," with a remarkable voice, went to Europe to study. Those who stayed at home had an interesting time, too.

Drawbridge, Rev. C. L. The war and religious ideals. N. Y., Longmans. 13+151 p. D 50 c. n.

Considers present European war a clash between rival moral and spiritual ideals, held respectively by England and Germany.

Dyer, Ruth O. The sleepy-time story-book; front. by Alice Barber Stephens; decorations by Bertha D. Hoxil. Bost., Lothrop, L. & S. c. 147 p. D \$1 n.

Simple stories that will interest children without exciting them.

Dyer, Wa. Alden. Pierrot, dog of Belgium; il. by Gordon Grant. Garden City, N. Y., Doubleday, Page. c. 11+112 p. D \$1 n.

Before the terrible war, Pierrot lived at a little dairy farm on the Waterloo Road, six miles from Brussels. Each morning he pulled the little wagon of shining milk cans into Brussels. Pierrot was commandeered by the Belgian army to help defend his country. He was taught to draw a machine gun. He fought, and was wounded. When he escaped, he returned to those who loved him to comfort them in their misery.

Eaton, Wa. Prichard. The idyl of Twin Fires; il. by T: Fogarty. Garden City, N. Y., Doubleday, Page. c. '14-'15 6+304 p. pls. D \$1.35 n.

Story of a young college professor who hears and heeds the call of the soil. He soon comes down to earth and a realization that the old farm, Twin Fires, he has bought must be made to "pay." He reaches

his goal without losing the idealism that makes of his venture a lasting joy and inspiration. As for the idyl, which is of married life, it is like the garden, and shows the beauties of all the changing seasons.

Edwards, R: H: Popular amusements. N. Y., Assn. Press. c. 239 p. (bibls.) D (Studies in American social conditions) \$1 n.

Pays special attention to the moral influence of recreation.

Elbow Lane; by the author of "Altogether Jane." N. Y., Kennerley. c. 214 p. D \$1.25 n.

Drusilla's story, which tells of her suppressed childhood in "Elbow Lane" and of her talent for sculpture. It also tells of her romance with a disabled sculptor and of the great influence a dead friend's love for them had on their happiness.

Elkin, R. H. The children's corner; rhymes; il. by H. Willebeek Le Mair. Phil., McKay. no paging mounted col. pls. obl. D \$1.25 n.

Elliott, C: Herb. Variation in the achievements of pupils; a study of the achievements of pupils in the fifth and seventh grades, and in classes of different sizes. N. Y., Teachers' Coll., Columbia Univ. c. 3+114 p. (5½ p. bibl.) O (Contributions to education) \$1.25

Elliott, Fs. Perry. Pals first; a romance*of love and comradeship. N. Y., Harper. c. 331 p. col. front. D \$1.30 n.

Two vagabonds come to an old mansion in the South. The negro servant welcomes the younger tramp as his long-absent master, and the head of the family. The scamps—I mean the tramps—accept the situation. But they find it hard to decide whether to steal what they can get and fly, or to stay and enjoy the luxurious life. A cousin, with an interest in the property, appears with the story that the heir has been killed. The younger vagabond means to stay and fight it. Who is he? Is it only another case of mistaken identity?

Evans, A. W. W., and Jefferson, T: Memoir of Thaddeus Kosciuszko, [by] A. W. W. Evans: Letters on Kosciuszko, [by] T: Jefferson. [Tarrytown, N. Y., W: Abbott.] 22 p. (Magazine of History, extra no. 36) pap. \$3.70 (only to subs. to magazine)

Fabre, Jean Henri Casimer. Bramble-bees and others; tr. by Alexander Teixeira de Mattos. N. Y., Dodd, Mead. c. 8+456 p. D \$1.50 n.

Completes the author's writings about bees, a recital of facts which is as thrilling as fiction.

Finley, J: Huston. The French in the heart of America. N. Y., Scribner. c. 10+431 p. O \$2.50 n.

Tells the part the French had in the exploration of what is now the territory of the United States, and of the settlements which have grown to cities like Pittsburgh, Chicago, Buffalo, St. Louis, Detroit, and Peoria. Book is amplified from lectures delivered in France. The war has interfered with its publication there.

Fisher, Dorothea Frances Canfield [Mrs. J: R. Fisher]. Hillsboro people; with occasional Vermont verses, by Sarah N. Cleghorn. N. Y., Holt. c. 346 p. D \$1.35 n.

Illuminating interpretations of changing American life. *Partial contents:* Petunias—that's for remembrance; The heyday of the blood; The bed-quilt; Portrait of a philosopher; The deliverer; Finis; The artist; A drop in the bucket.

Fisher, Edg. H. Wild animals of the empire; [12 subjects]. N. Y., Longmans. col. mounted pls. 14 x 18 in. ea. \$1 n.

Foli, P. R. S. Fortune-telling by cards. Phil., McKay. 121 p. diags. D 50 c.

- Foster, Allyn K.** Cartoons in character. N. Y., Assn. Press. c. 192 p. D 50 c. n.
Brief pointed studies of people named for their controlling characteristics, as Timothy Toady, Billy Blunt, Doctor Noall, etc.
- Fouard, Rev Constant Henri.** [Works. In 6 v.] v. 1, 2, The Christ the Son of God; a life of Jesus; v. 3, Saint Peter and the first years of Christianity; v. 4, Saint Paul and his missions; v. 5, The last years of Saint Paul; v. 6, Saint John and the close of the Apostolic Age. [New and cheaper ed.] N. Y., Longmans. il. por. maps D set \$7.50 n. bxd.
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Growth and methods of the Portsea Parish Church, Portsmouth, England, which dates from the twelfth century.
- Gerould, Katherine Fullerton.** The great tradition; and other stories. N. Y., Scribner. c. 353 p. D \$1.35 n.
Contents: The great tradition; Pearls; The dominant strain; The bird in the bush; The miracle; Wendenock; Leda and the swan; The weaker vessel.
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- Glover, W:** Know your own mind; a little book of practical psychology. [N. Y., Putnam.] '14 9+204 p. diagrs. 16° 60 c. n.
- Goddard, Dwight.** The good news of a spiritual realm. Ann Arbor, Mich. [The author, 1003 Hill St.] c. 379 p. D \$1
Interweaving of the four Gospels into one account of the life and teachings of Jesus, in which, by free translation and paraphrase, the unity and the reasonableness of his system of thought is shown.
- Goddard, Pliny Earle.** Sarsi texts. Berkeley, Cal., Univ. of Cal. 190-277 p. Q (Pubs. in American archæology and ethnology) pap. \$1
- Goodman, J:** Mechanics applied to engineering; with 741 il. and numerous examples. 8th ed. N. Y., Longmans. '14 8+854 p. D \$2.50 n.
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The legend of the Pure Fool, who knew neither of God nor the devil, retold as an allegory applicable to modern life.
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- Record of an unusual trip of 2000 miles on the Yenesei River, Siberia, which the naturalist took in the interests of bird study.
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Finds that Germany's "Islam policy" forced Turkey into the present European war, and in so doing Turkey revived the "holy war" institution which all Mohammedan nations have been outgrowing. Author is professor of Arabic language in the University of Leyden, Holland.
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Belgian refugee tells not only about his childhood, and what his father remembers of the battle of Waterloo, but takes his readers through the country, showing them the famous cities, canals, fortifications, and describes the outbreak of the present war.
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Newton, Aids to Prophetic Inquiry.
 Premillennial Essays of Prophetic Conference, N. Y.
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 Ogg, Opening of the Mississippi.
 Russell, Wreck of the Grosvenor.
 Russell, Marooned.

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Dexter, Annals of Yale College, last 3 vol.
 Douglas Genealogy, 1879.
 Pamphlets relating to Oregon.
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William Helburn, Inc., 418 Madison Ave., New York.

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 Brickbuilder, Sept., 1909; Jan., 1911.
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Hinds & Noble, 31 West Fifteenth St., New York.

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The Genealogy of the Howland's Family in America,
pub. Franklyn Howland, New Bedford, Mass., 1885.

The Hub Magazine Co., 110 Tremont St., Boston, Mass.

Architectural Record, v. 9, no. 3; v. 10, no. 4.
Educational Review, 1895, any nos.
Technology Quarterly, Sept., 1900.
What Is a Kindergarten? Hansen.

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The Westorian, Nov., 1907, pub. at Westover, Pa.
British Museum Rules for Compiling the Catalogues
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New York Times, Aug. 16, Sept. 4, 6, 13, 16, 1914.
Quartz Operator's Handbook New ed., P. M. Randall.
An Idler in Old France, Tighe Hopkins.
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Mycenean Age, tr. by Manatt, H. M. Co., 1897.
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Library of Congress, Washington, D. C.
Camera Work, New York, no. 1, Jan., 1903; no. 3, July, 1903; no. 8, Oct., 1904; no. 20, July, 1907.

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Louisville Free Public Library, Louisville, Ky.
Thompson, Maurice, Hoosier Mosaics, N. Y., Hale, 1875.
Lee, James U., and others, Self-interpreting Bible, St. Louis, Bible Educ. Soc.

Lowdermilk & Co., Washington, D. C.
Jameson, Dictionary of American History.
Pollard, Life of Jefferson Davis.
Barrows, Science and Immortality.
McGuffey's Speller, 1870 or earlier.
Rose, Development of European Nations, 2 vols.
Byrd, Westover Manuscripts, Petersburg, 1841.
Niles Register, vols. 30 and 31.
Gunn, Domestic Medicine.
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Wilmore's New Analytical Reference Bible, revised by J. Eadie, pub. J. A. Wilmore, 1904.

Public Library, Union St., Schenectady, N. Y.

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National Geographic Magazine, February, 1911.

Peter Reilly, 133 N. Thirteenth St., Philadelphia, Pa.

American Historical Review, containing pages 429-439 of vol. 6, 1901.

Bumpus, Dictionary of Ecclesiastical Terms. Lippincott.

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Fox, W. F., Tree Planting on Streets and Highways, Albany, 1903.
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 Journal of New England Waterworks Association, Sept., 1905; Sept., 1907.
 Murger, Scenes de la vie de Bohème.
 Nash, Two Years in Oregon.
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 Annals of Tennis, Julian Marshall
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- Spenceley Publishing Co., P. O. Box 175, New York.**
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 Dumas, Mathieu, Memoirs, 2 v., Phila., 1839.
 Life and Campaigns of Blucher, 1815.
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 Holmes. Autocrat of Breakfast Table, 1st ed.
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